



LevelEleven helped Staples' sales team keep **focused on the critical sales activities that matter**, which led to a staggering increase in revenue.

CLIENT Staples	INDUSTRY Retail	# OF USERS 348 licenses	# OF EMPLOYEES 10,000+	SALESFORCE AE/CSM James Armstrong
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182% INCREASE IN ACTIVITIES

Key selling activities increased from 98,000 to 278,000.

2x OPPORTUNITIES CREATED

From 40% to 83% of reps hitting new opportunity goals.

“ ...People need to be able to see [their KPIs] and have easy access to it. This is something we found very appealing about the LevelEleven tool, to keep people’s eye on the game, and know that they had visibility on how they were doing at any point... ”

Amy Appleyard
VP Inside Sales at Staples Advantage

